C18.3/2:7a

UNIVERSITY OF FLORIDA LIBRARIES 22 MAR 1955

SUPPLEMENT TO

COMMERCE REPORTS

DAILY CONSULAR AND TRADE REPORTS
ISSUED BY THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE
DEPARTMENT OF COMMERCE, WASHINGTON, D. C.

Annual Series | No. 7a | November 6, 1919

GREECE.

ATHENS.

By Consul General Alexander W. Weddell.

Greece emerges from the war with an enormously increased national debt, but a more than corresponding gain in its economic resources. The 12 months of 1918 were highly prosperous in character, despite the many drawbacks resulting from hostilities. The requisition by the Allies of practically the entire Hellenic merchant fleet at highly profitable rates, the presence of large Allied armies in the country, the granting of a large loan enabling the Government to pay off arrears, with a remainder for expenditures in the country, were favorable factors to the general situation.

Greece of to-day is a country of approximately 5,000,000 inhabitants, in a territory of about 44,700 square miles. The public debt on December 31, 1918, was 2,431,925,845 drachmas (1 drachma = $0.193, normal exchange rates). In addition to this heavy debt, there must sooner or later be added the outstanding Turkish debt on the territories acquired as a result of the Balkan wars of 1912–13.

Increase in Circulating Bank Notes.

In the five-year period, 1913–1918, bank notes in circulation have shown a great increase, the amount in 1913 reaching $59,946,607, as compared with $271,462,875 at the close of 1918. More than a third was covered by book credits of the United States, Great Britain, and France under the loan agreement of February 10, 1918, under which the Hellenic Government is authorized to draw credit for six months after the conclusion of peace. The inflation existing will thus be gradually corrected, since the credits in question can only become available through commercial transactions which will represent a corresponding reduction in the paper currency of the country.

The extent of the monetary circulation of Greece is established by the basic law of 1910. The mechanism of this law is very simple. Instead of covering bank notes in circulation on the basis of a certain percentage of deposits this circulation is represented entirely by deposits in foreign banks, without excluding additional notes covered by a gold deposit in the issuing bank. A direct advantage of this system is that the capital designated to cover the notes in circulation is productive, interest being paid on the deposit abroad, and indirectly serving as a guaranty of the paper money of the country and for the production of wealth. Furthermore, under this arrangement the bank's circulation is entirely covered, instead of being on the basis of a percentage of deposits, and exchange is also stabilized.

Another feature of the system is its flexibility and the fact that the circulation may be increased with the increase in national savings abroad.

To meet present and future needs of the country the Government has enacted a number of laws imposing fresh taxes or increasing those already in force. It is anticipated that from these imposts the Government will receive for 1918 some $11,033,810, and for 1919, $13,470,435, with a natural tendency toward a decline in the coming years as taxable war profits diminish.

Greek Drachma Continues Stable.

A striking feature of the past two years in Grecian finances has been the stability of foreign exchange. This may be ascribed in large measure to the gradually increasing difficulties attending purchases abroad; to the blockade enforced by the Allies, when only the bare necessities of life were allowed to come in; to the enormous profits of the merchant marine of Greece, and to the other factors aforementioned; to large expenditures made in 1917 by the Greek army, then in process of mobilization; to the severe control exercised by the Government over all remittances abroad, under the provision of the law of 1910 previously cited; and to the agreement with the United States, Great Britain, and France, under the arrangement of February 28, 1918, which contained a distinct pledge in this sense of stabilizing exchange.

Furthermore, at the beginning of the war, large sums were held abroad under the control of the National Bank of Greece. These were in large measure in banks in the United States, Great Britain, and France, but limited amounts were lodged in Germany and Austria. With the beginning of the fluctuations in exchange between the pound sterling and the dollar and the franc, the National Bank of Greece, instead of fixing the rate of exchange on the basis of the supply and demand in Greece (as was the case in other neutral countries), undertook to regulate the price of exchange on England and France on the basis of the parity of the American dollar, in the country of which currency Greece had already large deposits.

The public debt of Greece is in large measure under the control of the International Financial Commission, created in 1898, following the war with Turkey. This commission has under its control as monopolies of the Government the sale of salt, kerosene, matches, playing cards, cigarette paper, emery; various stamp taxes; the revenue of certain customhouses; and certain surtaxes on tobacco. The year just closed was one of the most profitable in the history of the commission, despite the existence of war. The total receipts amounted to $17,396,691, against $12,804,028 in 1917 and $10,619,179 in 1913.

Of the various monopolies only those of salt, playing cards, tobacco, and stamped paper showed gains. The heavy advance recorded was due in large measure to receipts from the Piraeus customhouse, these amounting in 1918 to $6,018,859, against $2,752,566 for 1917.

Other Aspects of Economic Situation—Fluctuation in Exchange.

As further indication of the economic situation in 1918 may be cited the great increase in bank deposits in Athens. These amounted

to $157,268,410 the first six months of 1917, as compared with $235,164,154 the corresponding period of 1918. A number of stock companies already in existence augmented their capital during the year, while other new companies were formed; among there were 3 new banks, 3 new navigation companies, and 17 new insurance companies (mostly maritime risks). It may be conservatively estimated that the shares issued during 1918 amounted to $38,600 000.

As a result of the embargo on exports of capital, coupled with the accumulation of money in the country, speculation of a frenzied character was rife on the stock exchange throughout the year. This became so unbridled that legislation was enacted checking and controlling stock-exchange transactions. A downward tendency was especially to be remarked, following the signing of the armistice, and this depression affected old established companies as well as many mushroom concerns.

The following table shows the movement of dollar exchange during the 12 months under examination. Between the dates given there was no change in buying or selling rate:

Date.	Buyers' quotations.	Sellers' quotations.	Date.	Buyers' quotations.	Sellers' quotations.
	Drachmas.	*Drachmas.*		*Drachmas.*	*Drachmas.*
Jan. 1	5.145	5.165	Sept. 1	5.165	5.195
Feb. 15	5.14	5.165	Sept. 15	5.17	5.225
Mar. 1	5.145	5.165	Oct. 1	5.165	5.21
July 1	5.15	5.17	Oct. 15	5.155	5.2
July 15	5.15	5.185	Nov. 15	5.165	5.2
Aug. 1	5.15	5.18	Dec. 1	5.165	5.21
Aug. 15	5.165	5.19	Dec. 30	5.16	5.21

Interallied Financial and Military Commissions.

Under tentative agreements signed at Paris on November 30 and December 3, 1917, between the representatives of the United States, Great Britain, and France, on the one side, and the Greek Government on the other, which compacts were finally absorbed into and made part of the agreements dated February 10, 1918, the three Governments agreed to advance to the Hellenic Government during 1918, $144,750,000. The control of the fund thus created was lodged in an Interallied Financial Commission and an Interallied Military Commission sitting at Athens. During the course of the year the two commissions recommended to their respective Governments the opening of credits totaling $118,695,000.

Since the close of 1918, further credits of $21,230,000 have been recommended, leaving a balance of $4,825,000. Of the total, Great Britain and France have each established credits of $48,250,000 and the United States, $43,425,000. Internal loans were successfully floated by the Hellenic Government amounting to $33,775,000. The work of the two commissions will probably end in 1919.

Effect of War on Industries.

During the whole course of the war, Greek industries have been much crippled by the inability to secure the fuel necessary for their operation, and the raw material therefor. The principal industries affected by these conditions have been railways, street-car systems, electric light and gas plants, distilleries, breweries, ice plants cotton manufactories, tanneries, glass manufactories, soap manufactories, artificial fertilizer plants, foundries, and machine shops.

On the other hand, as a result of the crippling of transport facilities and the consequent rationing of the country, several new industries were created, which, however, it is thought, will pass out of existence with the return of normal conditions. Among these are the production of a motor spirit made of turpentine and alcohol (the alcohol from currants), and the manufacture of "staphedine," a sugar substitute made from currants.

Foreign Commerce Statistics.

Throughout the first six months of 1917 only a few grain ships were permitted to pass into Greece, between March and the raising of the blockade in June. The following table gives a summary of imports by articles into Greece during 1916 and 1917, the latest periods for which data are obtainable:

Articles.	1916	1917	Articles.	1916	1917
Agricultural products	$37,786,221	$19,225,306	Metals and minerals, crude	$7,321,183	$774,414
Animal products	1,293,536	788,795	Metals and minerals, manufactured	1,473,439	454,020
Chemical products	5,301,791	2,432,428	Oil and oil substances	486,814	227,855
Cotton yarns and fabrics	6,707,620	4,923,199	Paper products and objects of art	2,548,200	1,404,185
Esparto and hat-making material	561,527	351,305	Scientific apparatus	452,929	328,219
Fish and fish products	1,941,251	962,672	Sugar and sugar products	6,482,426	3,989,440
Forest products	1,500,425	297,372	Tannery materials and dyes	115,560	59,536
Furniture and other wooden articles	42,310	79,045	Wines and liquors	309,109	446,480
Glassware and pottery	395,596	114,623	All other articles	886,127	1,474,465
Leather, and manufactures of	1,310,867	976,019			
Live stock	174,765	131,311	Total	77,091,696	39,440,692

Export Trade According to Articles.

The appended table shows the value of the exports from Greece during 1916 and 1917, the last years for which statistics are available:

Articles.	1916	1917	Articles.	1916	1917
Agricultural products	$17,575,356	$10,402,709	Metals and minerals, manufactured	$240,184	.....
Animal products	3,609,329	1,318,925	Oil and oil substances	4,734,877	$1,848,281
Chemical products	254,407	40,071	Paper products and objects of art	7,936	3,227
Cotton yarns and fabrics	5,196	270	Sugar and sugar products		
Esparto and hat-making material	1,400	.....	Tannery materials and dyes	1,401	.....
Fish and fish products	125,445	21,944	Wines and liquors	148,512	76,567
Forest products	1,287,841	380,241	All other articles	2,097,003	962,983
Glassware and pottery	5,936	2		103,362	20,383
Leather and manufactures of	16,722	.....	Total	32,852,564	21,191,911
Live stock	695	.....			
Metals and minerals, crude	2,636,962	6,116,308			

Declared Exports to the United States.

Exports invoiced at all the American consular districts in Greece during 1917 and 1918 were as follows:

Articles.	1917		1918	
	Quantity.	Value.	Quantity.	Value.
Books (pounds)	54,638	$20,423	17,902	$16,355
Fruits and nuts:				
Olives (gallons)	72,569	49,908	26,759	48,056
Citrons (do)	365,125	15,866	.....	.....
Currants (pounds)	3,537,800	546,795	2,845,795	367,825
Furs (pieces)	2,197	8,169	.....	.....
Gum mastic (pounds)	10,640	3,580	5,778	4,142
Herbs (aromatic) (do)	132,270	7,022	117,386	21,893
Licorice root (do)	.....	.....	4,813,640	329,620
Oils: Edible olive (gallons)	5,144	8,730	.....	.....

Articles.	1917		1918	
	Quantity.	Value.	Quantity.	Value.
Opium crude.....pounds..	25,435	$402,608	2,904	$76,563
Plaster casts.....pieces..	15	634	.....	.....
Sheep casings.....rings..	34,500	4,115	.....	.....
Skins (sun-dried).....pieces..	332,407	693,005	103,594	157,048
Skins (wild animals).....do....	.....	.....	109,422	160,754
Sponges.....pounds..	2,444	11,475	201	1,086
Tobacco.....do....	16,296,701	14,422,703	13,342,955	17,295,451
Liqueurs.....gallons..	3,158	6,095	.....	.....
All other articles.....	.....	29	.....	1,189
Total.....	.....	16,201,157	.....	18,479,973

Declared exports from the consular district of Athens to the United States were as follows in 1917 and 1918:

Articles.	1917		1918	
	Quantity.	Value.	Quantity.	Value.
Books.....pounds..	54,638	$20,423	17,902	$16,355
Fruits and nuts: Olives.....gallons..	72,569	49,908	26,759	48,056
Furs.....pieces..	2,197	8,169	.....	.....
Gum mastic.....pounds..	10,640	3,580	5,778	4,142
Herbs (aromatic).....do....	132,270	7,022	117,386	21,893
Laudanum.....do....	.....	.....	626	980
Licorice root.....do....	.....	.....	1,100,244	70,236
Oils: Edible olive.....gallons..	5,144	8,730	.....	.....
Opium crude.....pounds..	6,528	84,555	1,141	27,789
Plaster casts.....pieces..	15	634	.....	.....
Sheep casings.....rings..	34,400	4,115	.....	.....
Skins (sun-dried).....pieces..	444,884	378,898	93,984	148,819
Skins (wild animals).....do....	.....	.....	31,979	142,159
Sponges.....pounds..	2,244	11,475	201	1,086
Tobacco.....do....	13,946,627	11,352,515	11,816,983	15,072,022
Liqueurs.....gallons..	3,158	6,095	.....	.....
All other articles.....	.....	29	.....	.....
Total.....	.....	11,936,058	.....	15,553,537

For 1918 the value of exports to the United States from Greece exceeded those of any year since the establishment of commercial relations between the two countries. This result is to be ascribed to the heavy movement of tobacco, for, with the exception of that commodity, general exports show a decline from 1917, sharp losses being registered in currants, crude opium, and skins.

Tobacco Stocks and Prices.

Tobacco stocks on hand in Greece, Bulgaria, and Turkey on June 1 were estimated as follows (one oke equals 2.82 pounds, and the drachma equals $0.193):

Districts.	On hand from 1917 crop.	Production in 1918.	Total stock.
OLD GREECE.	*Okes.*	*Okes.*	*Okes.*
Argos.....	50,000	2,500,000	2,550,000
Agrinium.....	.....	3,000,000	3,000,000
Lamia and Thessaly.....	500,000	7,000,000	7,500,000
Paros, etc.....	100,000	1,000,000	1,100,000
Other districts.....	50,000	200,000	250,000
Total.....	700,000	13,700,000	14,400,000
NEW GREECE.			
Islands: Samos, Chios, Mitylene, Lemnos.....	800,000	3,000,000	3,800,000
Macedonia.....	1,000,000	4,000,000	5,000,000
Saloniki.....	500,000	2,500,000	3,000,000
Grand total.....	3,000,000	23,200,000	26,200,000

The estimated amount required for home consumption is 8,464,500 pounds, leaving a balance of 65,353,300 pounds for export.

The total Bulgarian production for 1918, together with the portions of the crop remaining from 1917 is estimated at 31,000,000 okes, (87,420,000 pounds), while the figures on a similar scale for Turkey amount to 27,000,000 okes (76,140,000 pounds).

Prices in the various districts for successive crops from 1913 to 1917 were as follows, expressed in drachmas per oke (19.3 cents per 2.82 pounds):

Districts.	Price per oke.				
	1913	1914	1915	1916	1917
	Drachmas.	*Drachmas.*	*Drachmas.*	*Drachmas.*	*Drachmas.*
Argos	0.80	1.00	1.25	4.50	5–6
Agrinium	3.00	4.50	5.50	9.00	13
Thessaly and Lamia	2.50	3.00	3.50	7.00	11
Paros, Amorgos	4.00	5.00	6.00	8.00	12
Basma General	5.00	6.00	7.00	10.00	12
Samos, Chios, Mitylene, Lesbos	1.50	1.75	2.00	6.00–8.00	13
Macedonia	4.00	5.00			
Saloniki (Basma)	2.00	4.00	5.00	10.00	18
B. Bagli	1.00	2.00	2.50	6.00	10

Tobacco is selling now in Turkey for 6 to 8 drachmas per oke; in Bulgaria, for 10 drachmas per oke; in Old Bulgaria, for 7 drachmas per oke.

As a result of the armistice large quantities of matured tobaccos stored in Samsun, Constantinople, and Smyrna were released for exportation. This has caused a general delay in the marketing of the 1918 crop, and consequently a decrease in acreage planted in 1919. With the exception of Macedonia, where it is anticipated that the crop will reach 6,000,000 okes as against 4,000,000 okes in 1918, this decrease is a general one; a normal crop in Macedonia is about 11,000,000 okes. [See COMMERCE REPORTS for Sept. 27, 1919.]

The reduction in freight and insurance rates has encouraged speculation in the exportation of consignment lots of tobacco to America, Egypt, and England, and it is estimated that since November some 20,000,000 okes have gone forward from Turkey and Greece, the bulk from Old Greece.

Shipments of Licorice Root, Skins, and Olives.

Trade in licorice root is largely a growth of the past few years. No exports to the United States were recorded in 1917, but in 1916, 4,692,543 pounds were shipped, valued at $263,374, which increased in 1918 to 4,813,640 pounds of a value of $329,620.

The movement of sun-dried skins to the United States from Greece during 1918 showed an enormous decline in quantity and value. On the other hand exports of skins of wild animals to America increased.

Although there was a sharp decline in the quantity of olive oil shipped to the United States in 1918, the value of the product almost equaled that of 1917. This falling off is to be ascribed to the embargoes placed on olives and olive oil by the Government on account of the domestic scarcity of foodstuffs brought about by the difficulties of transport.

The general shortage of shipping, with high freight rates, reflecting world conditions, accounts for the declines to be remarked in other lines of merchandise.

Foodstuffs Rationed by Allies.

Following the blockade which ended in June, 1917, the Allied Governments were under the necessity of providing for the rationing of Greece. This was handled in the beginning by an Interallied Commercial Bureau, composed of the representatives of Great Britain, France, and Italy; later the American consul general at Athens was made a member, representing the United States, and still later a Greek delegate was appointed.

The fixing of the food ration was naturally the first care of the bureau. The wheat supplied was all sent in by the Wheat Executive, sitting at London, and was bought for account of the Government by a consortium of banks, which, in turn, delivered it to the Ministry of Revictualing, the latter distributing the product throughout Greece. The banks were reimbursed by the Ministry as payments were received from the various revictualing centers. The wheat ration established for the 12 months to June 30, 1919, was 144,000 tons, representing the deficit between the estimated domestic crop of 643,000 tons and the total quantity, 787,000 tons, found necessary. This ration was fixed on the basis of an estimated population of 4,860,000, heavy wheat rations of 564 pounds being allotted to 1,400,000 persons, representing the rural and producing population, and a lighter wheat ration of 253.8 pounds per annum to the remaining estimated population of 3,460,000. The quantity of wheat allotted for the 10 months to June 30, 1918, had been established at 28,200 tons per month.

The total gross tonnage of imports for the year 1918 was as follows:

	Tons.
January to March	165,664
April to June	155,015
July to September	94,184
October to December	121,493
Total	536,356

Of the above total, 354,928 tons represent foodstuffs and provisions in general, exclusive of oleaginous seeds and vegetable oils, while 112,349 tons represent coal and coke, including the amount imported for the Greek Ministry of Marine. To the foregoing figures, about 2,500 tons of general merchandise from the United Kingdom should be included, as well as some 30,000 packages of parcels post from France, for which no details are available.

The following figures show the quantity of goods arriving at the various Greek ports:

	Tons.
Piraeus	509,990
Saloniki	21,449
Crete and Aegean Isles	2,769
Patras	1,528
Corfu	620
Total	536,356

Mineral Production.

The following figures show the mineral production of Greece for 1916 and 1917, the latest periods for which statistics are available:

RAW ORES.

Ores.	1916.				1917.			
	Output.	Amount sold.	Value.	Average price per ton.	Output.	Amount sold.	Value.	Average price per ton.
	Metric tons.	*Metric tons.*			*Metric tons.*	*Metric tons.*		
Bitumen	39	21	$965	$45.95	43	37	$6,114	$165.24
Chrome ore	9,880	10,447	172,041	16.46	6,750	9,600	283,276	29.50
Copper	62	563	8,725	15.49	.....	.....	.....	.....
Emery	19,871	19,950	471,599	23.63	16,440	17,240	400,508	23.23
Ferromanganese	818	.....	.....	.....	509	3,050	9,565	3.13
Iron	84,985	52,755	108,098	2.04	63,364	70,343	169,590	2.41
Iron pyrites	19,876	11,496	47,094	4.09	.....	10,469	33,425	3.18
Lead	95,418	2,327	15,572	6.68	36,558	684	5,533	8.08
Lignite	116,946	109,225	832,506	7.62	157,956	157,306	1,631,040	10.36
Magnesite	199,484	145,538	1,036,370	7.12	162,938	94,934	806,550	8.49
Manganese	3,600	.....	.....	.....	.....	.....	.....	.....
Nickel	10,267	13,412	104,435	7.72	1,598	10,248	76,223	7.43
Sulphur ore	21,619	.....	.....	.....	9,535	.....	.....	.....
Zinc	25,853	1,820	14,924	8.20	14,290	1,334	22,129	16.58
Total	608,718	367,554	2,812,329	.....	469,981	375,245	3,443,953	.....

FURNACE PRODUCTS.

Arsenic acid	.....	.....	.....	.....	436	294	$127,545	$433.00
Lead, pig	9,424	10,144	$1,651,606	$162.00	1,422	2,051	348,365	169.00
Magnesite calcined	21,326	22,943	701,145	30.00	4,287	6,047	180,249	29.00
Magnesite dead burnt	8,606	7,782	253,113	32.00	9,820	11,062	440,052	39.00
Magnesite bricks	.....	102	3,847	37.00	.....	.....	.....	.....
Zinc calcined	12,612	14,658	384,508	26.00	7,258	5,075	217,732	42.78
All other	833	.....	.....	.....	120	1,313	.....	.....
Total	52,801	55,627	2,994,219	.....	23,343	25,842	1,313,943	.....

MARBLES AND QUARRY PRODUCTS.

Gypsum	356	358	$598	$1.66	44	48	$252	$5.25
Marbles	341	251	13,057	52.01	173	390	22,059	56.53
Millstones (pieces)	.....	1,321	4,184	3.16	.....	4,070	2,674	.65
Salt	34,522	33,292	713,388	21.42	45,560	39,240	1,378,999	35.14
Santorin earth	8,564	8,564	3,377	.39	.....	5,028	1,941	.38
Total	.....	.....	734,604	.....	.....	.....	1,405,925	.....
Grand total	.....	.....	6,541,152	.....	.....	.....	6,163,821	.....

The principal marble company of Greece states that it was unable to ship any marble during the year, owing to freight rates and import and export restrictions. According to a statement by the company, "practically the whole stock on hand from previous years was sold to Greek merchants and contractors in Attica." Total sales amounted to 1,740 tons in 1918, compared with 1,196 tons sold in 1917. Local business was fairly good during the year, and there are good reasons to believe that there will be a large expansion in building operations as soon as conditions improve and construction materials become again accessible.

Production of Chrome Ore, Magnesite, and Lignite.

Chrome ore at the present time is produced from three mines in Thessaly. During 1918 2,640 tons were shipped, of which France

took 1,680 tons, the remainder going to Italy. War conditions made shipments to the United States impossible during 1918.

The year 1918 began well for magnesite producers. All the companies had large stocks, but were compelled to restrain output, partly because of the impossibility of freely disposing of their product and partly because of scarcity of labor. Of the two companies actively exploiting magnesite, one was under control of the British Government, while the other was in the hands of the French. No shipments are recorded from Greece to the United States during 1918. As successive classes were called to the colors labor became increasingly scarce, particularly as the coal miners were all employed in working the lignite deposits.

Operating costs rose enormously, and owing to contracts which had been made early in the year, or in some cases in the previous year, it is thought that profits, where existing at all, are very small. Selling prices were only slightly higher than in the preceding year. On the whole, the year was distinctly disappointing for the Greek magnesite industry.

A natural corollary of the coal shortage of the past few years was the exploitation of the lignite mines of the country. So long as coal prices remain at their present level this development may be expected to continue. [See COMMERCE REPORT for Aug. 19, 1918.]

Emery Output Controlled by Interallied Commission.

Emery is a monopoly of the State under control of the International Financial Commission. During the last few years the entire output of emery from the mines of Naxos, the only quarries under exploitation, has been taken by the French Government for the account of the Allies, distribution being made from the assembling center at Marseille. The movement of emery during 1918 from the central warehouse at Syra, from which point all shipments have been made, was as follows: Balance on hand January 1, 1918, 1,892 tons; shipped from Naxos during year, 14,234½ tons; total, 16,126½ tons; shipped from Syra, 1918, 12,160 tons; on hand December 31, 1918, 3,966½ tons.

The value of emery mined since 1913 has been as follows:

1918	$314,783
1917	491,600
1916	320,568
1915	368,028
1914	160,034
1913	38,499

The lessened yield in 1918 took place in spite of many measures which were taken with the hope of increasing the production of emery and of ameliorating the living conditions of the miners. The measures looking toward the more efficient working of the mines consisted in the mobilization of the miners and forcing them to work under military law. This system, however, was not adopted until about September, 1918, at practically the end of the working year: hence the results can not as yet be intelligently judged. Wages of miners have been increased by both Greek and French Governments, and the sending of grain to Naxos, as well as the use of better mining tools, has had a good effect, which will probably be visible in the production of the current year.

Cotton Manufacturing.

The manufacture of cotton in Greece in recent years has shown a steady development, although comparative figures are not now obtainable. However, the following statistics, prepared from official data, show the present stage of this industry.

The consumption of cotton per year at the mills at Piraeus is 8,000,000 pounds; at the mills in Macedonia, 6,000,000 pounds; at the mills in islands (Syra, etc., and Volo), 4,000,000 pounds; total consumption, 18,000,000 pounds.

On December 31, 1918, there were estimated to be on hand in Piraeus and in the provinces 4,840,000 pounds of cotton distributed according to origin as follows: Levadia, 2,240,000 pounds; Laconia, 500,000 pounds; Piraeus and Egypt, 2,100,000 pounds. The cotton in Egypt refers to cotton already bought by the Royal Hellenic Government and not yet transported to Piraeus. It was estimated that these stocks would suffice for running of the mills at full capacity for about four months from the beginning of the year. Since the normal requirements of Greece are from 18,000,000 to 20,000,000 pounds per annum and the production of the country amounts to 8,008,000 pounds, it will be seen that there must be imported 12,000,000 pounds to make up the difference, and this quantity generally comes from Egypt.

In the cotton mills of Greece there are 128,255 spindles and 16,965 looms. The production of cloth per day of 10 hours amounts to 52,600 yards. The employees in the various mills total 4,830 men and 900 women.

A royal decree has been recently published forbidding the importation of cotton and cotton goods, save under special permits from the Government, for an indefinite period. It is understood, however, that the amount of raw cotton on hand is barely sufficient for a three months' supply for the mills, so that a repeal of this legislation is anticipated during 1919.

Live-Stock Supply Affected by War Demands.

The live stock in Greece was estimated at the end of 1918 as follows: 212,148 horses, 123,285 mules, 298,640 asses, 441,865 cattle, 4,795,597 sheep, and 30,241 swine.

There was no importation of live stock during the year, save a limited quantity for food consumption from Abyssinia. The cessation of hostilities, followed by the demobilization of the Greek army and the gradual withdrawal of Allied troops from Greece, probably saved the country from a live-stock crisis, since the excessive demand for sheep and goats was threatening to wipe out the herds entirely.

Animals drafted by the Greek Government at the beginning of the war, as well as large numbers of valuable animals belonging to the Allied armies at Saloniki, are being sold to peasants, farmers, and others. Projects for the introduction of brood mares and stallions are said to be under discussion as part of the Government's afterwar program for internal development, but no steps have been taken as yet.

Cost of Living—Increase in Wages.

Although only a small portion of Grecian territory was occupied by the enemy during the war, yet for nearly seven months Greece

endured a rigid blockade. Furthermore owing to other war conditions the revictualing of the country grew increasingly difficult, and made enormous inroads on the resources of the country. At no time has Greece been self-sustaining in the matter of foods, and the lack is especially noticeable in bread-making cereals. As a result, the increase in cost of living has been enormous. During 1918 deaths from starvation were reported from various sections of the country, while deaths following long periods of inanition were frequent.

From official figures prepared by the Ministry of National Economy, representing the comparative prices in 101 cities and towns of the Kingdom for articles of standard consumption as food, the advances were from 100 to 500 per cent between 1914 and 1918. Taking 100 as representing the cost in 1914, and comparing this with prices prevailing at the beginning of 1918, we have the following costs for certain articles of prime necessity in 1918:

Oats	466	Geese	324
Flour	399	Turkeys	303
Bread, best	298	Fish	221
Bread, medium	200	Codfish (salt)	265
Bread, poor	275	Butter (cow's)	231
Beans	493	Butter (sheep's)	236
Butter beans	349	Oil (olive)	187
Chick-peas	390	Eggs	342
Potatoes	417	Milk	206
Tomatoes	195	Cheese (white), salt	208
Onions	356	Cheese (swiss style)	197
Beef	255	Cheese (head or macaroni)	200
Veal	242	Olives (table)	197
Mutton	238	Coffee	162
Lamb	241	Sugar	304
Pork	302	Rice	240
Goat's flesh	244	Charcoal	187
Chicken	338	Wood (fuel)	220
Duck	306	Hay	256

The following figures illustrate the advance in wages since 1914 in many of the leading industries of the country:

Industries.	Wages per diem.	
	1914	1918
Heavy manual laborers	$0.79–$0.98	$1.93–$2.38
Farm workers	1.19–1.38	1.93
Dock workers	1.54	2.30
Department-store clerks	.77–1.54	1.16–2.32
Street laborers	.58–.77	1.16–1.54
Tramway conductors	.58–.77	1.74
Motormen	.77–.965	1.83
Carpenters	.96–1.16	2.32–2.89
Machinists	.77–1.16	1.54–2.70
Bank clerks	.....	[a] 31.77–154.40

[a] Per month.

Rail and Water Transportation.

Throughout the year 1918 steamships assigned to the Government for its use were under the control of the High Transport Direction. [See COMMERCE Reports for Jan. 16, 1918.] Furthermore, during July the management of the Piraeus-Athens-Peloponessus Railway was assumed by the Government, thus bringing under State control all rail and water transport, save the smallest coastwise steamers

and sailing craft of insignificant tonnage. The railway from Piraeus to Saloniki, with branches, was acquired from its owners in 1917 by the Hellenic Government; this is by far the most important artery of trade in the country. It is rumored that steps will soon be taken for the purchase by the State of the Peloponessus line, referred to above, thus bringing under Government ownership and operation all railway lines. It is anticipated, however, that all steamship lines will be returned shortly to their owners.

Sharp increases in railway rates were authorized at the beginning of 1918. The gross and net earnings of the Chemin de Fer Hellénique (the Larissa Railway) were as follows for 1917 and the first eight months of 1918: 1917, gross receipts, $1,288,402; gross receipts less taxes, $1,218,849; 1918, gross receipts, $1,832,479; gross receipts less taxes, $1,791,515. During 1917 the same line sold 462,584 ordinary tickets and 192,561 military tickets; in the first nine months of 1918 the ordinary tickets sold amounted to 333,215, while military tickets amounted to 287,723. The differences noted are to be ascribed to the mobilization and to the active movement of troops, with a corresponding diminution in the civilian movement.

The completion of the so-called junction line from Papapouli, on the Government-owned Larissa line, to a point on the Belgrade-Saloniki-Constantinople Railway marks an important event in the economic history of the country. The ready means of communication with the rest of Europe will have far-reaching effects on the plans for the exploitation of the natural resources of the country and for the development of its ports for trade with the East and the Indies.

Freight Rates—Shipping Movement.

During the year freight rates between Greece and the United States reached fantastic figures. This was especially true of shipments of tobacco and other light articles, for which shippers paid as high as $400 per ton. Since the end of the war, however, rates have declined rapidly.

During the last year 310 sailing vessels entered Greek ports with a total tonnage of 27,921, while 266 steamers arrived, having a total register of 389,127 tons. This shows an increase of 15,650 tons in sail and 123,771 tons in steam over the figures of the preceding year.

In 1917, 137 sailing vessels left Greek ports with a total tonnage of 7,309 tons; 185 steamships cleared from Hellenic ports, registering 252,957 tons. In 1918 there were 157 sailing vessels with 12,575 tons, and 230 steamers amounting to 343,583 tons. The next table gives the nationality, number, and tonnage of vessels entering and clearing Greek ports during the years under consideration:

Nationality.	1917				1918			
	Sailing vessels.		Steamships.		Sailing vessels.		Steamships.	
	Number.	Tonnage.	Number.	Tonnage.	Number.	Tonnage.	Number.	Tonnage.
ENTERING.								
American			1	2,806			4	6,428
Greek	64	6,671	106	133,951	87	12,905	93	99,850
English	8	1,954	16	33,471	9	1,444	67	170,618
Egyptian	5	261			9	809		

Nationality.	1917				1918			
	Sailing vessels.		Steamships.		Sailing vessels.		Steamships.	
	Number.	Tonnage.	Number.	Tonnage.	Number.	Tonnage.	Number.	Tonnage.
ENTERING—contd.								
French	10	638	7	11,716	20	635	11	29,798
Danish	1	86						
Japanese			1	2,157				
Spanish			3	1,596			37	26,782
Italian	135	2,661	67	79,659	185	12,128	52	53,304
All others							2	2,347
Total	223	12,271	201	265,356	310	27,921	266	389,127
CLEARING.								
American	1	1,580			1	37	3	6,962
Greek	60	3,901	86	99,647	40	6,968	72	93,777
English	7	41	32	65,401	1		59	137,724
Egyptian	3	145			1	48		
French	4	215	15	28,021	4	267	13	24,963
Danish	1	87						
Japanese			2	2,414				
Italian	61	1,340	50	57,474	110	4,714	58	61,635
Spanish					1	541	23	16,375
Dutch							2	2,147
Total	137	7,309	185	252,957	157	12,575	230	343,583

Suggestions to American Exporters.

The outlook for American trade to-day in Greece is exceedingly bright. Within the last few years, Greek merchants have turned to the United States as a source of supply for many articles, and these goods have produced an excellent effect wherever they were sold. Furthermore the presence in Greece of large numbers of Greeks who have been in the United States and who prefer American products and methods has further helped to popularize American goods. But this favorable position will not be retained unless American exporters take advantage of the situation, in view of the keen competition of foreign trade rivals. Already Greek trade commissioners have visited England and France and have been taken on tours throughout the country to the principal trade and industrial centers, accompanied by a staff of experts. Other foreign trade experts have visited Greece to bring before the Greek merchants the advantages of commerce with these various countries. Arrangements have been completed for a large trade exposition of British manufactured goods and it is planned to make this exposition permanent.

The Greek market offers potentialities that would justify, if not one, at least a group of merchants in noncompetitive lines sending out a representative to study the field. Competent translators can be found on the ground and the presence of an American representative in the country would do much to facilitate trade relations. The gain to both the Greek merchant and the American exporter by an interchange of views can not be overestimated.

Credit—Terms of Sale—Packing.

The question of credits offers difficulties more apparent than real. Reliable houses are to be found who warrant the same credit terms as those extended to domestic houses. Furthermore Greek banks will probably be prepared to carry out arrangements for the out-

right purchase of drafts made against sales in Greece. [See COMMERCE REPORTS for Apr. 16, 1919.]

Shipping conditions are improving daily and it is thought that 1919 will see adequate tonnage for carrying American goods at greatly reduced rates.

The need for a discount bank which would handle American paper is very great. Piraeus is destined to become increasingly important as a warehouse and transit and banking center for a large section of the Levant. In the past, large transit shipments intended for this portion of the Balkan Peninsula have been handled through Marseille, Naples, Genoa, and Trieste. In the case of Trieste, the changed political lines will have a far-reaching effect; furthermore, the completion of the railway line from Piraeus to its junction with the great European trunk lines offers great trade possibilities. These three problems, adquate credits, adequate shipping, and banking facilities, all intimately interwoven, must be studied if the United States is to take its place in this field.

Prices should be quoted c. i. f. Piraeus, or some other Greek port. Whenever possible, dimensions should be given in the metric system. The oke of 400 drams (2.82 pounds) and the pike (27.9 inches) are in common use not only in Greece, but in Turkey.

Printed matter should be in modern Greek, or French if the former is impossible. Printed matter in English is practically valueless. Advertising matter should be illustrated as copiously as possible, in bright colors and a graphic style. This is especially true of goods intended for the rural districts.

Packing should be of unusual strength, for merchandise of all kinds is subjected to rough handling. Furthermore, at many ports congestion is the rule, and goods are often left exposed during long periods. Boxes for packing, if so constructed that they could be used as containers, would constitute a permanent advertisement. Greece must import most of its timber, and an automobile crate, for example, sells for about $80 .

KALAMATA.

By Consular Agent Sotiris Carapateas.

The year 1918 was not a busy one for the district of Messenia, the imports and exports having amounted to about $221.100 and $1,970,800, respectively. About 80 per cent of the total exports of 1918 were shipped after the signing of the armistice. The value of the imports given is much less than the real one, for it does not include the value of wheat, flour, sugar, coffee, and several other foodstuffs which were shipped from Piraeus by the Department of Supplies at Athens, and also the value of several other commodities which were cleared at the Piraeus customhouse. In the preceding year, 1917, imports amounted to $208,160 and exports to $240,740.

During the war the general belief of merchants was that importers would hasten to supply their need of various commodities as soon as the war came to an end. The successive falling of prices, however, which followed the end of the war, created a panic among importers, who finally decided to import nothing from foreign markets until the freight rates and initial prices of goods were stable, or nearly so. Importers are still hesitating to place orders with foreign

firms; they prefer to partially fill their current wants from other Greek markets, chiefly from Piraeus, where a considerable stock of various commodities, mostly of Spanish origin, was accumulated at the end of the war.

During 1918, one American steamer, 2 Spanish, 3 French, and 24 Greek, of a total registered tonnage of 10,163 tons, and also 1 French sailing vessel, 5 Italian, and 469 Greek, of a total tonnage of 18,663 tons cleared from the port of Kalamata.

Currant Production and Exports.

The currant crop for 1918 amounted to about 40,215,000 pounds, against 40,000,000 pounds for 1917. These figures indicate the currant crop of only two counties, Kalamata and of Messene (Nesion). The total crop of the five counties of this Province for 1918 was as follows:

	Pounds.
Kalamata	10,815,000
Messene (Nesion)	29,400,000
Pylia	27,300,000
Triphylia	21,630,000
Olympia	15,750,000
Total	104,895,000

The quality was somewhat inferior to that of the previous year, because of lack of sulphur, which is used as an insecticide, and also because of the rain which occurred at the time the fruit was dried. The average market price of currants was about 4.5 cents per pound, and the f. o. b. steamer price was about 7.2 cents.

The total quantity of currants exported from Kalamata to foreign markets during 1918 amounted to 4,712,150 pounds, 12,150 pounds of which were exported to Tunis, and 4,700,000 to Marseille. The exports of currants in 1915, 1916, and 1917 amounted to 21,507,185, 9,607,130, and 94,440 pounds, respectively.

Manufacture and Export of Currant Products.

The manufacture of currant products in this district for 1918, as compared with that of 1917, and the average market prices for 1918 are shown in the following table:

Products.	1917	1918	Price per unit, 1918.
Alcohol, pure, gallons	135,130	282,000	$3.35
Alcohol, denatured, do	62,069	92,710	1.30
Wines, dry, do	1,941,200	893,400	.352
Wines, sweet, do	2,870		
Jelly, pounds	58,070	205,900	.20
Staphidine, do	2,384,470	583,700	.15
Fusel oil, gallons	300		
Must, condensed, Metric tons		2,452	313.00
Must, sulphurated, do		98	85.00
Calcium tartrate, pounds		68,100	.11
Crude cream of tartar, argol, do	155,640	190,100	.05

The following figures show the exports of currant products from Kalamata in 1918, all of which were consigned to France: Wines, dry, 1,068,800 gallons; must, condensed, 1,065.1 metric tons; alcohol, pure, 51,700 gallons.

Small Fig Crop—Increase in Production of Olives and Olive Oil.

The fig crop for 1918 amounted to 28,200,000 pounds, as compared with 39,500,000 pounds for 1917, a decrease of 28 per cent. The

quality was inferior to that of the crop of previous year because of unfavorable weather conditions. The average market price of figs was about 5.5 cents per pound, and the f. o. b. steamer price was about 6.7 cents.

Exports of figs from Kalamata in 1918 amounted to 3,674,200 pounds and were consigned to Marseille. The exports of figs in 1915, 1916, and 1917 amounted to 27,710,000, 2,090,500, and 3,610 pounds, respectively. [See COMMERCE REPORTS for June 20, 1919.]

The olive crop for 1918 amounted to about 60,098,000 pounds of green olives, and to about 705,000 pounds of black "Kalamata" olives, as compared with 12,000,000 pounds of green and 150,000 pounds of black olives for 1917. The average market price of olives for 1918 was about 3.5 cents per pound for the green and about 7 cents for the black.

Olive oil produced from green olives amounted to about 1,325,000 gallons, against 317,200 gallons for 1917. The average market price of olive oil was $2.32 per gallon for the first quality (filtered), and $2.06 per gallon for the second quality (unfiltered).

There were no exports of olives and olive oil from Kalamata to foreign markets in 1918, because of export restrictions and prevailing high prices.

Foreign Trade with United States Greatly Reduced—Labor Problems Unsettled.

The value of goods imported from the United States into Kalamata during 1918 amounted to about $85,100, or 38.4 per cent of the total value of the imports. During the same period there were no exports from this district to the United States, Hawaii, Porto Rico, or the Philippine Islands.

The labor question remains unsettled because of the increasing demands of laborers for shorter hours and higher wages. It is said that unless a definite agreement can be effected soon, most of the industries will be closed down. The present average rate of wages of a common laborer (about $2.40 per 10-hour day) is about four times greater than his pre-war wages. But in most cases the better living of the laborer has not resulted in any solution of the problem and production has even decreased.

PATRAS.

By Consul A. B. Cooke.

Complete statistics showing the foreign trade of the Patras consular district for 1918 are not available. The following table, compiled from official statistics, shows the movement of import and export trade through the port of Patras, the most important port of this district. The table can hardly be taken, however, as a fair index of the actual foreign trade of the various nations with this district during 1918. For whereas perhaps the bulk of trade with countries of the western Mediterranean was handled directly through the port of Patras, by far the greater part of the trade with other countries, except certain import cargoes of foodstuffs, was handled through the port of Piraeus and so does not appear in the statistics given. It may be stated that the bulk of the district's imports (except cereals) came

from Italy, with imports from Spain following; and that the bulk of the exports went to England:

Articles.	America.	England.	France.	Italy.	Spain.	All others.[a]
IMPORTS.	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*
Bags				32,318		
Barrel hoops [b]				147,926		
Beeswax				12,476	11,627	13,234
Brushes		321		8,745		
Buttons		1,586		15,416		
Caustic soda			30,750	8,446		
Cereals	480,580					17,497,620
Chemists' supplies			398	2,972		
Coffee				6,512		60,361
Cotton and wool tissues and yarns	234,382		23,966	408,425	128,520	
Fish, cured		291,987		4,262	23,396	14,577
Flour	2,891,258					
Fruit, dried				82,431		74,710
Glass and porcelain			35,200	42,512		
Hardware				31,845	9,545	
Hats [b]				10,544		
Hides [b]				804	4,632	5,771
Leather [b]				1,826		
Lumber and staves [b]	123,583			95,165		
Nuts				20,559		
Paints and oils		651	1,905	12,680		
Paper			113,297	234,949	64,278	36,407
Perfumery			446		169	
Pulse					737,957	
Rice				8,188,086		84,636
Rope and twine				36,302		
Silks and satins		10,219	20,165	25,226		
Soaps				925	1,498	
Spices				8,602		
Sponges				3,712		
Sugar					2,629	
Tobacco	119,290					4,360
Toys [b]				8,264		
Vegetables, dried					1,598,267	
Wines and liquors				1,432,128		
EXPORTS.						
Currants		55,678,937				
Figs			266,552			
Licorice root	1,842,500			101,175		
Rags				20,900		
Skins [b]	800		69,209	107,200		
Tobacco	1,581,679		34,932	120,526		4,570
Valonia		76,216,768		28,000		

[a] Chiefly India and Argentina. [b] Number or pieces.

Currant Crop Fair—Market Conditions Variable.

The Greek currant crop for 1918 was estimated at about 125,000 long tons, as compared with an average of 138,000 tons for the five-year period 1913–1917. The quality was medium. The stock carried over from 1917 was about 25,000 tons, making a total of fruit in sight at the opening of the 1918 currant season (August 23) of 150,000 tons.

During the calendar year 1918 exports of fruit, according to statistics of the Privileged Company, amounted to 76,511,752 Venetian pounds, as compared with 19,181,616 pounds in 1917 and 150,434,356 pounds in 1916 (1 Venetian pound=1.05 pounds avoirdupois). Exports for the period August 23 to December 31, 1918, were, according to the same authority, 33,189,296 pounds, as compared with 8,644,720 pounds and 97,022,732 pounds for same periods in 1917 and 1916, respectively. In both 1917 and 1918 the Privileged Company, by special action, fixed the retention tax on exports of currants at 10 per cent in kind and 25 per cent in cash, instead of the regular 35

per cent in kind which is provided for in its charter. This action left a larger amount of fruit free for trade.

The local market, which had been inactive during the summer months, became increasingly active and firm toward the end of the year, being influenced by the prospects of peace and the opening of foreign markets. In December seven steamers arrived at ports of this district for cargoes, in whole or in part, of currants. One of these was destined for the United States, one for France, and five for England.

Prices—Heavy Home Consumption—Exports to United States.

Prices quoted on the local markets for spot currants at the end of December were: Good Provincials, 360 drachmas ($69.48) per mille (1,050 pounds); Amalias, 380 drachmas ($73.34); Patras, 390 drachmas ($75.27); and Gulf or Vostizza, 400 drachmas ($77.20) per mille.

The domestic consumption of currants, which in former years was negligible, was heavy during 1918, especially in the lowest grades for the manufacture of wine and alcohol. It is estimated that the takings for these purposes amounted to some 30,000 tons of fruit. At the end of the year distillers were paying 330 drachmas ($63.69) per mille for this fruit. There was also a slight consumption for food.

There were exported to the United States in 1918, according to invoices certified at this consulate, 2,845,108 pounds of currants with a declared value of $367,825, as compared with 3,537,800 pounds valued at $546,795 in 1917, and 29,141,830 pounds at $1,293,191 in 1914.

Tobacco Crop and Market—Exports to United States.

The chief tobacco-growing region of this consular district, so far at least as concerns the American market, is around the town of Agrinion, covering an area of roughly 6 by 20 miles. Three kinds of tobacco are grown here, known locally as Tsembelia, Mirodata, and Basma. The first is a heavy and cheap tobacco, with leaf 6 to 12 inches long. The other two are light in color and weight, with leaf 2 to 7 inches long and highly aromatic.

The following table, based upon estimates of tobacco merchants, shows the crop of this region for 1917 and for 1918, with average prices paid for the crop of 1917. Prices are not yet fixed for crop of 1918, which is not yet cured:

Kind.	Crop of 1917.			Crop of 1918.
	Produced and sold.	In hands of local dealers, Feb., 1919.	Prices per 100 pounds.	Production.
	Pounds.	*Pounds.*		*Pounds.*
Tsembelia	4,125,000	1,375,000	$61.56	3,000,000
Mirodata	4,125,000	687,000	95.76	6,500,000
Basma	1,100,000	275,000	102.60	1,500,000
Total	9,350,000	2,337,000	.....	11,000,000

In addition to the above, there was a small crop of about 700,000 pounds grown in Arcadia in 1917 and also in 1918, with prices about $61.56 per 100 pounds. The tobacco region of Corinth-Argos, which

lies partly in this consular district, produces an average crop of some 8,000,000 pounds. The average price for the 1917 crop of this section was $37 per 100 pounds. The Argos tobacco is large of leaf, heavy, and of low grade. American buyers had not formerly been interested in this tobacco, but in the summer of 1918 they bought somewhat heavily.

Tobacco in leaf invoiced through this consulate for the United States during 1918 amounted to 663,110 pounds, with a declared value of $564,198, as compared with 549,038 pounds, with a declared value of $990,682 in 1917.

Production of Foodstuffs—Cheese, Butter, Meat, and Fish Were Scarce.

Official estimates at the close of the calendar year placed the cereal crops of this consular district for 1918 at approximately the following figures: Wheat, 3,275,000 bushels; corn, 2,000,000 bushels; barley, 2,500,000 bushels; and oats, 4,550,000 bushels (bushels all standard weights). Imports into the district during the year probably amounted to 1,000,000 bushels of cereals and flour.

The olive crop of this district suffered severely from ravages of the olive fly, and the output of olive oil was, as a consequence, nearly cut in half. Official estimates place the oil outturn for 1918 at 59,000,000 pounds, compared with 100,000,000 pounds in 1917. The production of cheese, one of the chief articles of food, was wholly insufficient to meet domestic needs. Its exportation was prohibited by the Greek Government, and it almost disappeared from local markets. Butter also practically disappeared from the market, a small amount being imported from Argentina and retailed at $1.64 per pound.

Fresh meats such as beef, pork, mutton, and goat meat became scarcer as the year progressed, and butchers were prohibited, under penalty, from selling except on two specified days each week. However, meats were not sold by ticket. The shortage of fresh meats was the more acutely felt, as there were no importations of cured fish (codfish, herring, salmon, sardines), of which large quantities are normally consumed in this district. Supplies of fresh fish were very difficult to get, even at the exaggerated price of 55 cents per pound.

Banks and Banking—Money Plentiful.

Bankers' estimates of the bank deposits of the district for 1918 put ures were recorded, which was, perhaps, due in part to the moratorium, which continued in force through the year. Money was plentiful. The National Bank lowered its loan rate from 6 to 5½ per cent. Local banks reported difficulty in placing their surplus funds, even at favorable interest rates, owing to the fact that there were few new business undertakings during the year, and that regular business enterprises had funds to cover obligations.

Bankers' estimates of the bank deposits of the district for 1918 put them at not less than 30 per cent above those of 1917, which was a very prosperous year for the banks. Deposits held in all the banks of Greece at the end of 1918 (including Greek bank deposits, apparently not large, with the National Bank) were 1,132,506,668 drachmas ($218,573,786), as compared with 498,946,906 drachmas ($96,-296,752) at the end of 1914. The deposits of this district would doubtless show a similar increase for that period.

Bank deposits can not in this case, however, be taken as an altogether true index of economic conditions. Although there was more money in the district than ever before and it was distributed among practically all classes, there was less volume of business than in many years. Domestic production was below normal, few new undertakings of consequence were recorded, and foreign trade was at a low ebb. Among the things which contributed to the increase in the circulation in the district of money coming from outside sources were: (1) Shipping, which, though for the most part under allied control, nevertheless brought revenue to owners here; (2) large buying here of wines, fresh meats, and other supplies by allied authorities; and (3) sales of tobacco, chiefly to American buyers.

Inflated Prices Increase Bank Figures—Gold Premium.

All sources of revenue taken into account do not suffice, however, to explain the big figures. These figures apparently reflect, in no small measure, inflation of values rather than increase of business. Other facts tend to bear out this view. For instance, the average cost of 45 leading commodities on the markets of Patras at the end of 1918 showed an increase of 242 per cent over the cost in 1914. It is instructive to note, too, in this connection, that the amount of currency in circulation in the entire Kingdom was in September, 1918, 1,187,485,015 drachmas, ($229,184,608), as compared with 562,951,915 drachmas ($108,649,719) at the end of 1916. As there were no new coin issues during that period, the figures evidently mean that between the first day of 1917 and the last day of September, 1918, there was issued paper money (against London or Paris credits to the amount of 624,533,100 drachmas or ($120,534,889)

The premium on gold, as against Greek paper money rose in the Kingdom during 1918 to as high as 40 per cent. By a decree of the Government, issued in 1917, transactions in gold and even quotations on gold were forbidden under penalty. The selling of drafts on foreign markets by Greek banks was limited to 1,000 drachmas ($193) per month to any one person, except by special permit of the Government.

Labor and Wages—General Advance in Compensation—Cost of Living.

Labor was scarce during 1918 in this district owing to mobilization and to the recruiting of labor here in connection with Allied military operations. It is reported that owing to shortage of labor in the harvest seasons a considerable part of the wheat, corn, barley, and olive crops was not harvested.

Wages were high, with an upward tendency. Field labor, which in 1914 cost 5 drachmas ($0.96) for men and 2.50 drachmas ($0.48) for women, cost in 1918 as high as 10 and 6 drachmas ($1.93 and $1.16), respectively. Labor in currant-packing houses cost, in 1914, 5 drachmas ($0.96) for men and 3 drachmas ($0.58) for women; and in 1918, 16 and 8 drachmas ($3.09 and $1.54), respectively. Longshoremen, who in 1914 were getting 7 drachmas ($1.35) got 20 drachmas ($3.86) at the end of 1918. Professional classes and employees of industrial systems did not fare so well. Public-school teachers, whose salaries averaged 250 drachmas ($48.25), 300 drachmas ($57.90), and 350 drachmas ($67.55) per month, accord-

ing to rank, received an advance of only 30 per cent during the war period. Of the railroad employees, train conductors employed at 400 drachmas ($77.20) per month, locomotive engineers at the same, firemen at 325 drachmas ($62.72), and trackmen at 275 drachmas ($53.08) received an advance of 30 per cent, effective from the latter part of 1918.

The cost of living, which already at the beginning of 1918 had reached an advance of 205 per cent over the pre-war cost, advanced during the year another 18 per cent over the cost of 1917, the advance applying to nearly all articles of prime necessity. For instance, brown bread advanced 37½ per cent; fresh meats 24 per cent, selling in December, 1918, as high as 75 cents a pound; olive oil 22 per cent, selling at 33 cents a pound in 1918; fresh fish 34 per cent, selling in 1918 as high as 55 cents a pound. Clothing and shoes, having reached high-water mark in 1917, advanced only slightly in 1918. Firewood advanced 33 per cent in 1918, selling at $71.80 per cord. No coal or coke was available. Charcoal sold at $99.50 per ton.

Declared Exports to the United States.

The total value of merchandise invoiced for the United States through the consulate at Patras during the years 1917 and 1918 is shown in the following table:

Articles.	1917		1918	
	Quantities.	Value.	Quantities.	Value.
Fruits:				
Citrons....pounds..	365,125	$15,866	.....	.....
Currants....do....	3,537,800	546,795	2,845,108	$367,825
Licorice root....do....	.....	.....	3,713,396	259,384
Skins:				
Fox....pieces..	.....	.....	1,594	3,348
Badger....do....	.....	.....	271	240
Jackal....do....	.....	.....	117	90
Marten....do....	.....	.....	289	980
Wild cat....do....	.....	.....	72	65
Tobacco....pounds..	549,038	990,682	663,110	564,198
All other articles	.....	.....	.....	200
Total	.....	1,553,343	.....	1,196,330

There were no exports to Porto Rico, Hawaii, or the Philippines, and no returned American goods.

SALONIKI.

By Consul General George Horton.

The commercial history of the consular district of Saloniki for 1918 is practically the same, except for the last month, as that of 1917. The influx of refugees from the devastated regions of eastern Greek Macedonia, since the date of the Bulgarian armistice, has more than counterbalanced the withdrawal of the military forces of the Allies, so that the normal population of Saloniki (about 175,000) has been increased to fully 500,000. Most of the new arrivals are Greeks, which gives that element predominance in this region, while the Jews are second in importance. A mixture of elements, representing all the Balkan races and most of those in the Levant in general, makes up the remainder of the population.

Port Facilities and Transportation.

Saloniki has been the principal port in this district and the only open one of any importance until the evacuation of Cavalla by the Bulgars early in October, 1918, threw open that city to commerce. The principal articles exported from Saloniki were tobacco, opium, and hides and skins. No goods were shipped from Cavalla during the year. Normally that port ships the bulk of Macedonian tobacco, the geographical position of the city making it a most convenient outlet for the rich tobacco-producing regions of Serres, Drama, and Xanthi. Its importance in this respect will be greatly increased if the French project of a railway connecting Cavalla and Drama is realized. There is really no harbor at all at Cavalla, merely an open roadstead in which steamers must anchor from three-quarters of a mile to a mile offshore, thus necessitating the use of lighters in loading and discharging cargo. At present there is a total lack of lighters and a great scarcity of labor, which makes shipping of cargoes practically impossible.

The attention of American harbor-dredging companies is called to the situation at Cavalla, for projects for the improvement of its port facilities would probably be indorsed by both the Greek Government and the tobacco companies.

The harbor of Saloniki is a large and fine one, but port facilities are very limited at present. Fuel oil is obtainable in almost any quantity on 24 hours' notice, and within a few months a limited supply of coal will probably be available. When all military forces are withdrawn, port and warehouse accommodations will be ample for the ordinary commerce of the place.

Steamship Connections with Saloniki.

Since the suspension of hostilities railway communication has been freely reestablished with central and southern Serbia and with eastern Greek Macedonia, and, under military supervision, with Bulgaria and European Turkey. Steps have also been taken to link up the Saloniki-Athens Railway with the continental line, Paris-to-Constantinople.

The Messageries Maritimes of Marseille, the Servizio Marittimo of Naples, the National Steam Navigation Co. of Greece (with headquarters at Piraeus), and the Johnston (English) line continue to be the principal ones touching regularly at Saloniki. No direct line has yet been established between this city and the United States, though the Banque Nationale de Grèce is reported to be working to establish a line for this purpose.

Freight from New York to Piraeus has lately been reduced from $250 to $90 per ton, but the rate from Piraeus to this port has not been reduced. Only Greek steamers are regularly plying between New York and Piraeus, where all goods intended for Saloniki are shipped. Saloniki is the natural port for distribution of goods to the interior of Greece, Serbia, Bulgaria, and even Roumania, and the local merchants have old commercial relations with all these districts, and, once peace is established, would be able to obtain ample return cargoes. There are direct steamship lines from English, French, Italian, and Spanish ports to Saloniki.

Trade Conditions.

The comparatively sudden suspension of hostilities brought about an acute trade crisis in Saloniki. Merchants had previously given, during 1917 and the early part of 1918, large orders for merchandise which, on account of lack of boats, had accumulated at Barcelona, Marseille, Genoa, Naples, and other Mediterranean ports. Early in October, 1918, the Greek Government asked for and received boats for transporting this merchandise to Saloniki, where the market had been fairly well sold out, and these goods, arriving all at about the same time, clogged the market. Merchants had very great difficulty in finding warehouses for them.

Then came the general armistice, which deprived the city of a good share of the trade of the Allied armies in the vicinity. About the same time there occurred a great fall of Spanish exchange and also in freight and war-risk insurance rates, and the Saloniki merchants found themselves stocked up with high-priced merchandise which they were unable to dispose of on the local market. The Greek Government was at once besieged to obtain permits from the Allied Governments for the exportation of these goods into Serbia and Roumania. The Allied Mixed Commission for Macedonia shortly afterwards relinquished control of commercial conditions, except in those regions immediately contiguous to Bulgaria and Turkey, but the Greek Government issued few permits until after the close of 1918. Trade conditions during the last quarter were also affected by the continued demobilization and the release of native labor by the various armies.

The banks report no failures for the past year. They ascribe this fact to the continued existence of the moratorium. Most import and export firms have been dealing on a cash basis, which has had a tendency to limit speculation and confine operations to current needs. The presence of the Allied armies has also largely offset the loss of transit trade, so far as local retailers are concerned.

Effect of War on Shipping.

Military necessities restricted the maritime and commercial movement of the port up to December 1, 1918. Transports and supply ships utilized that part of the port and warehouses formerly used by ordinary merchantmen, obliging the latter to discharge into lighters out in the roadstead and giving them limited warehouse accommodations. After December 1 the control was abolished, but the port is still crowded as before.

After an absence of exactly two years, the American flag appeared in Saloniki Harbor over merchantmen in November, though they were tramp steamers and brought no American cargo.

Shipping Statistics.

The movement of the port during 1918 was very large, but the bulk of it was composed of naval vessels, their auxiliaries, transports, hospital ships, etc. The arrival of purely merchant tonnage, both sailing and steam vessels, registered a 12.5 per cent increase over 1917. The arrivals of small sailing vessels under the Greek flag show a 15 per cent increase over those of the preceding year. Fully one-third of the total merchant tonnage reached port during the last quarter of the year.

The nationality, number, and tonnage of steam merchant vessels entering port during the past three years are given below:

Nationality.	1916		1917		1918	
	Number.	Tonnage.	Number.	Tonnage.	Number.	Tonnage.
American	2	3,479	.....	.....	1	1,476
Belgian	6	5,474	.....	.....	.....	.....
British	2	882	2	4,234	7	5,416
French	16	43,086	46	30,264	[a]117	[a] 79,289
Greek	953	321,629	409	112,322	285	80,414
Italian	31	52,437	22	34,976	30	46,500
Roumanian	1	1,900	.....	.....	.....	.....
Spanish	.....	.....	.....	.....	6	3,843
Total	1,011	428,887	479	181,796	446	216,929

[a] Of this number, 112 vessels, aggregating 64,975 tons, flew the Greek flag, though requisitioned by the French.

In addition to the foregoing, 4,593 Greek sailing vessels aggregating 137,719 tons, made entry during 1918, as well as 115 French, Italian, and Egyptian vessels, aggregating 6,069 tons, making a grand total of 4,708 vessels with an aggregate tonnage of 143,788 tons.

By royal decree early last year the sale of Greek ships was prohibited without written permission of the Ministry of Marine. During the last quarter of 1918 the Greek Government opened negotiations for the purchase of several merchantmen in England, but nothing definite was arranged.

Introduction of Modern Agricultural Machinery.

Agriculture and allied industries are the most important factors in Greek Macedonia. The soil and climate are favorable to many crops, the most important being tobacco, opium poppy, cereals, wine grapes, garden truck, cotton, and rice. Only a fifth of the soil of Macedonia, which is very fertile, has been cultivated in modern times.

The introduction, as far as possible, of motor and tractor implements would render labor conditions easier in this climate, and would solve to a great extent the question of obtaining sufficient labor. The Greek Government has in the last two years bought over $1,000,000 worth of agricultural machinery of American manufacture for use in Macedonia and Thessaly, and has employed a small staff of American expert mechanics to instruct students in the various agricultural schools in the use of these machines. The American Red Cross has also brought in a large quantity of similar machinery for use in southern Serbian Macedonia, near Monastir. The French and British armies also brought in a large amount of American machinery during 1918 in the expectation of a longer war, and made preparations for cultivation on a large scale with a view to furnishing food and forage for the Allied forces. The French and British report that caterpillar tractors of 45 horsepower, drawing 6 plows, gave the best results, as they were cultivating plains of great extent with furrows of a mile or more in length. The tax on gasoline for agricultural purposes and the dime tax (an 11½ per cent assessment in kind or equivalent value) retard the progress of agricultural industries.

Stock Raising.

Stock raising as an industry is nonexistent in Macedonia. There are no large herds of cattle or horses. Every peasant keeps some sheep and goats, the number depending on his wealth. During the war, requisitioning by the Allied armies and the lack of importation of farm animals have led to a material reduction both in the number and quality of every kind of stock. Each stock owner makes butter and cheese, but there are no dairying business concerns.

Tobacco Trade.

Filler leaf tobacco, unstemmed, was the principal article of export from Greek Macedonia in 1918. Normally, the annual value purchased by American firms alone is about $6,000,000, which amounts to nearly half the total production, and fully three-quarters of the finest grades. During 1918, 862,862 pounds of tobacco, valued at $1,659,230, were shipped to the United States.

Preparations were made in the early months of 1918 for planting a large crop, as the result of the high market prices then prevailing. It was expected the yield would be about 5,000,000 okes (14,100,000 pounds), but, on account of the exceptionally dry summer and the lack of labor to care for the growing crop, the total yield was about 3,000,000 okes (8,460,000 pounds), which was, roughly, equal to the 1917 crop. The quality was very good in nearly all districts, and considerably better than that of the year before. This refers solely to tobaccos grown in Macedonia, west of the Struma.

The suspension of hostilities and the liberation of the productive regions of eastern Greek Macedonia, after a two-year occupation by the Bulgars, introduced a new factor in the estimates for 1918, increasing them by 6,500,000 okes (18,330,000 pounds), so that the yield figured as follows:

	Pounds.
Eastern Macedonia:	
Crop of 1916	4,230,000
Crop of 1917	7,050,000
Crop of 1918	7,050,000
Western Macedonia:	
Crop of 1918	8,460,000
Total	26,790,000

Probable Reduction in Price of Tobacco.

It is not likely that the high prices paid for the 1917 crop will be maintained. Up to the end of the year prices had not been fixed on the new crop, and the market was calm. There were still about 250,000 okes (705,000 pounds) of the 1917 crop remaining unsold in the villages and also about 750,000 okes (2,115,000 pounds) in the hands of Saloniki merchants.

The liberation of the important tobacco districts of Eastern Macedonia freed about 4,000,000 okes (11,280,000 pounds) of old stock ready for immediate shipment. Moreover, there were also large stocks, about 25,000,000 okes (70,500,000 pounds), of old tobacco in Bulgaria, including a certain quantity in Xanthi, and in the regular Turkish markets, Samsoun and Smyrna, which would be open again in the near future.

All these circumstances will tend to lower the market in Greece, and prices may be affected by the preference which merchants may

show, for tobaccos from Bulgaria and Turkey, in order to avoid the export tax of 1 drachma per kilo (8.7 cents per pound) on Greek tobacco.

Local tobacco men do not expect any sudden or violent change. Tobacco, either old or new, costs the grower about 8 drachmas per oke ($0.547 per pound) under present conditions, and to the merchant 25 to 30 drachmas per oke ($1.70 to $2.05 per pounds). As German, Austrian, Roumanian, Dutch, and Swiss stocks are exhausted, the demand will tend to counteract any great fall in price, which might otherwise occur because of the large stocks on hand here.

The gradual fall of prices to normal level will depend on whether or not the methodical planting is used as has been done in the past. However, many of the best field are spoiled, there is a serious lack of male labor, and implements and buildings are lacking for the planting, caring, drying, and manipulation of the tobacco.

Conditions are quite different in Old Greece, where there is an old unsold stock of about 15,000,000 okes (42,300,000 pounds), which, added to the 15,000,000 okes of the new crop, makes a total of 30,000,000 okes on hand (84,600,000 pounds). Tobacco stocks in Eastern Macedonia, held by American companies at the time of the invasion by the Bulgars in the fall of 1916, comprising about 1,000,000 okes (2,820,000 pounds), were left intact in the warehouses at Cavalla.

Crude Opium Production.

The crop of the opium poppy in Greece, harvested in June and July, was mediocre as to quantity. The cool cloudy weather during March caused considerable damage to the growing poppy, and consequently the Macedonian regions of Saloniki, Kilkich, Langaza, and Chalcidice produced only about 40 cases of opium, weighing approximately 1,500 okes (4,230 pounds). The quality was good, yielding an average of 13 per cent of morphine, according to the English test. The sowing for 1919 took place in September and October, 1918, under fairly favorable circumstances, so the prospects for the coming crop are favorable.

The Serres and Drama districts, which were occupied by the Bulgars, did not produce any appreciable quantity. These regions usually produce the bulk of the crop in Greece.

At the close of 1918 the amount of ready stocks in Bulgaria was unknown, though it was learned that there was a certain amount for export. It was also learned that at Uskub, Komanovo, Istib, Veles, and Kavadar, Serbia, there were about 2,000 cases of opium of good quality stored, aggregating about 50,000 kilos (110,230 pounds) which were ready for export, free of duty. None of this had been brought to Saloniki up to the end of the year. At that time about 160 cases, weighing about 6,400 okes (18,048 pounds) were on the local market.

Fluctuating Prices—Opium Tests—Lumber.

The prices during the 1917–18 season fluctuated greatly. The last price quoted in 1917 (November) was 404 drachmas per oke ($27.65 per pound) for opium with 14 per cent of morphine. Since that time the lack of demand and the prospects of being able to communicate with Serbia, Bulgaria, and Turkey have caused a great

fall in prices. At the close of 1918 merchants were offering to sell at rates from 170 to 200 drachmas per oke ($11.63 to $13.68 per pound) for opium of 13 to 14 per cent morphine, but only speculators were buying at these prices.

For many years merchants have been testing all opium under the so-called Harrison or English formula, have arranged their laboratories to use this system, and have sold their products according to it to American firms. Most American firms have now discarded this system and are using formulas of their own, the results of which differ not only from the Harrison test but from one another. It is said that the difference sometimes amounts to 2 per cent. Therefore it has been suggested that American drug houses unite on some one formula to be used in foreign transactions to facilitate this trade.

The greater part of the wood used for construction purposes in Greece is imported. The only important forest is at Naoussa, about 30 miles northwest of Saloniki, and this has been mostly cut off for military purposes.

Magnesite Mining—New Lignite Deposits.

The only minerals being mined at present in paying quantities in Greek Macedonia are magnesite and lignite. The magnesite operators report no sales for 1918 on account of less active demand and the impossibility of obtaining means of transport. The work at the mines has been cut down and is proceeding only to an extent strictly necessary under the charter and to keep employed the best workers, so that they may be immediately available when work is renewed on the old scale. Operations were impossible during most of the year on account of the general mobilization, which took most of the miners, and the difficulty of obtaining the necessary mining materials. The operators have on hand about 5,000 tons of crude ore. There has been no production of calcined magnesite since the early part of 1915, when work was suspended on account of lack of fuel for the calcinating process.

The necessity of importing practically all fuel has been a serious handicap to manufacturing in Greece. An inferior quality of lignite has been mined for some years in the island of Euboea and the Peloponnesus, but within the last few months large deposits of a good quality, which burns well alone without an offensive odor, have been discovered in this district, 6½ miles north of Bkaterina and across the head of the Gulf of Saloniki from the city of Saloniki. Investigations have only proceeded over a small area, but a mass of approximately 700,000 tons has so far been traced. The whole region bears promise of further large deposits. Three veins of 12 to 18 inches in thickness have been uncovered. Mining operations have not been greatly developed as yet, as only 100 men are now employed, but engineers estimate that 200 tons per day can be extracted from the present galleries. A railway spur has been built to the mine from the Athens-Saloniki Railroad to allow free transportation to all points on this line.

The mining company is a private one, controlled by Greek subjects, the principal stockholders residing in Saloniki. It has an exclusive contract with the British authorities for the total output until the end of their occupation in this district.

Domestic Industries.

Few factories of any size exist in Greek Macedonia, but a very large amount of manufacturing by hand is engaged in, which consumes a great deal of imported raw materials. Flour, soap, cigarettes, cigarette paper, bricks, tiles, lime, simple agricultural implements, leather goods, simple furniture, cotton and woolen yarn, shoes, and beverages are made here. Practically all these articles are consumed by the home market, and in normal times are produced in sufficient quantities to supply local needs. The only factories are those making flour, cigarettes, bricks and tiles, beer, and yarn.

Industrial development is backward. Skilled labor is scarce, common labor abundant. Foreign capital is well represented here, being invested mainly in public utilities, banks, and larger factories. France leads in this respect.

The great industry of Saloniki is its transit trade. Its geographical position makes it the natural port for the whole of the Balkan Peninsula south of the Danube, and in normal times the volume of merchandise received and forwarded is enormous. The great majority of the importation and exportation is carried on by the Jewish element in Saloniki. During the war this trade was virtually at a standstill.

Banking Conditions.

Saloniki banks report exceedingly few discount transactions during 1918, except in connection with subscriptions for the bonds of the Greek National Defense Loan. During the early part of the year a considerable business was carried on in documentary credits, given on imports of merchandise, but toward the close of the period such advances were greatly restricted because of the accumulation of merchandise at Saloniki. At the same time, loans in general were greatly reduced on account of Government restrictions. Credit between banks and local business men was restricted to exceptional cases where the business house was of unquestioned standing.

The expenditures effected by the Entente in this district produced no effect on banking affairs. According to an agreement concluded early in 1918 between the Allied Governments and the Banque Nationale de Grèce, the latter engaged to furnish to the Allied Powers the necessary sums for the transaction of business in drachmas, debiting each one in an account of drachmas payable six months after the conclusion of peace. Consequently, the Allied paymasters have not been obliged to sell exchange and have procured drachmas at the Banque Nationale de Grèce.

At the close of the year English banknotes were being exchanged at the rate of 25 drachmas to £1, practically a par rate, and French notes at a rate of 97 drachmas to 100 francs, only a 3 per cent loss. French, Belgian, and Swiss silver was accepted at par. Greek banknotes maintained their par value, but Greek gold was not in circulation, while European gold specie was at a premium of 40 per cent. Local bankers say that the value of the American dollar has followed more or less the quotations of Paris and London.

Import Trade by Countries and Articles.

France was the largest exporter to this district during the calendar year 1918, shipping a total of 26,546,435 pounds of cargo. The imports from France consisted of nearly all classes of articles. India

was next with a total of 21,449,478 pounds of sugar, wheat, cereals, and flour, with the United States third in tonnage. The principal exports from the United States were foodstuffs, leather, machinery, and manufactured articles.

The total imports by countries are:

Countries.	Pounds.	Value.[a]	Countries.	Pounds.	Value.[a]
France	26,546,435	$157,343	Australia	83,644	.....
India	21,449,478	.....	Netherlands	80,000	.....
United States	21,083,970	11,866	Roumania	.....	$42,300
England	13,255,665	48,165	Turkey	34,276	.....
Italy	12,146,532	110,349	Malta	29,744	.....
Egypt	3,029,219	2,593	Abyssinia	24,133	.....
Spain	2,338,760	7,095	Portugal	12,925	.....
Island of Rhodes	737,749	.....	Japan	11,927	.....
Switzerland	352,449	3,802	Russia	.....	1,276
Serbia	289,954	1,376	Bulgaria	948	.....

[a] Figures given in dollars are for imports for which weights are not given in the records of the custom-house and are not included in the first column.

The following table shows the quantity of articles imported into Saloniki during 1918:

Articles.	Quantity.	Articles.	Quantity.
Agricultural products:	*Pounds.*		*Pounds.*
Cereals, vegetables, etc.	74,474,264	Leather, and manufactures of	656,958
Roots, plants, and seeds	2,256,940	Machinery, n. e. s	60,009
Other	1,398,410	Medicines and medical specialties	1,615,033
Animals, living	[a] 1,430	Metals, and minerals, unmanufactured	1,779,607
Animal and dairy products	1,027,137	Metals and minerals, wrought	1,416,130
Bone, manufactures of	22,179	Paper, and manufactures of	2,686,387
Bronze articles	14,752	Pharmaceutical and chemical products	3,153,529
Clocks, watches, and parts of	[b] 285,316	Silk and silk goods	42,229
Confectionery	5,106,961	Silverware	1,073
Cotton and cotton goods	4,175,358	Spirits	1,268,248
Dyes, vegetable and tannin	156,742	Steel, manufactures of	21,308
Earthen, stone, glass, and china ware	773,802	Surgical supplies	11,065
Edible and industrial oils, and oily seeds	476,918	Textiles, n. e. s	1,714,419
Fish and fish products	1,618,650	Tin, manufactures of	2,334
Forest products	353,885	Umbrellas and parasols	[b] 29,651
Fruits, fresh and dry	4,234,486	Wood, manufactures of	562,134
Gold, manufactures of	[b] 5,918	Woolen goods	399,058
Hats	58,152	Zinc, manufactures of	9,179
Hemp, linen, and jute goods	13,729	All other articles	267,535
Lead, manufactures of	16,975		

[a] Number. [b] Pieces.

Exports According to Articles.

The following table shows the quantity of the articles of export shipped from the port of Saloniki in 1918:

Articles.	Quantity.	Articles.	Quantity.
	Pounds.		*Pounds.*
Beer	2,256	Olive oil	53,157
Carbonate of soda	20,304	Opium	2,853
Cocoons	153,306	Oranges, lemons, and mandarins	14,173
Coffee	5,538	Raki	509,822
Confectionery	10,307	Red pepper	76,988
Condensed milk	5,011	Resin	42,300
Cotton	6,598	Rice	6,598
Cotton goods	103,056	Saffron	941
Currants	334,828	Skins, raw, moist, and dry	1,008,780
Figs	41,761	Soap, laundry, common	376,800
Fish, prepared	5,905	Tobacco	1,174,186
Fruit, dry	56,383	Vermuth	26,708
Gum, chewing	6,048	Wine	501,740
Leather, upper	20,439	Zinc, old	21,996
Olives	173,855		

Declared Exports to the United States.

The exports of this consular district to the United States during 1918, as compared with 1917, show a decrease of $981,651. In the average cost per unit of hides and skins exported, there was little change, but in tobacco and opium a substantial increase.

The following statement shows the quantity and value of declared exports from Saloniki to the United States during 1918, and a comparison with the preceding year:

Articles.	1917		1918	
	Quantity.	Value.	Quantity.	Value.
Opium, crude.....pounds..	18,907	$318,053	1,763	$48,774
Skins:				
Badger.....pieces..	6,844	6,830	.....	.....
Cat.....do....	682	877	.....	.....
Fox.....do....	3,007	9,589	1,500	4,161
Goat.....do....	18,110	22,835	.....	.....
Kid.....do....	2,400	1,853	.....	.....
Lamb.....do....	144,155	149,778	8,750	7,071
Rabbit.....do....	.....	.....	73,600	9,708
Sheep.....do....	126,802	122,435	860	1,158
Tobacco, filler, unstemmed.....pounds..	1,801,036	2,079,506	862,862	1,659,230
Total.....	.....	2,711,756	.....	1,730,105

There were no returned American goods nor were there any declared exports to Porto Rico, Hawaii, or the Philippines.

Credit Information.

No commercial rating agency maintains a branch in Saloniki, where information as to the standing of local business houses can be obtained. The latter usually transact business through at least two local banks, and American firms desirous of obtaining information as to the financial position of Saloniki concerns are advised to make inquiries of New York banks having correspondents here. The leading Saloniki banks are: Banque Nationale de Grèce, Bank de Salonique, Banque d'Athènes, Banque d'Orient, Ionian Bank (Ltd.), Banque Impériale Ottomane, and Banque de Commerce et de Dépôts.

The first two named are correspondents, respectively, of the Irving National Bank, and the National City Bank, of New York. Unless a Saloniki merchant maintains an open, confirmed credit in a New York bank, American business men are advised to ask terms of "cash against documents," as the moratorium has been in force for so long a period here that the standing of many local merchants is obscure.

Methods of Obtaining Trade.

Before the World War the great bulk of the trade of Saloniki was with European countries, Austria, Germany, England, France, and Italy, in the importance indicated by the order. American goods had small direct sale here, except for articles distinctively American, but a considerable amount entered this port indirectly. Trade with European countries was the result of more favorable quotations and long terms of credit, direct shipping facilities, and the comparative indifference of American business men in the past to this market. Merchants usually prefer American goods.

European firms almost invariably quoted goods c. i. f. Saloniki, and gave 30, 60, 90, 120 days', or even 6 months', credit. The latter was especially true of German business houses. During the war credit operations entirely ceased, and most of the purchases made by local merchants abroad were on the bases of confirmed credit in some bank of the country of purchase or of cash against documents.

While it is highly improbable that the German and Austrian banks will be able for many years to resume operations on the old scale, others of the European countries will probably begin extending the old terms of credit. The usual American quotations are f. o. b. port of shipment, and 30 or 60 days' credit, discount for cash. The only certain way of meeting European competition in respect to credit terms is the establishment in this district of a branch of some American bank to engage in the business of handling American transactions. The question of direct steamship lines between Saloniki and the United States is also extremely important.

Suggestions to Exporters—Importance of Trade Publications.

Periodical visits of salesmen would be the most efficient method of extending and maintaining the local market. If this is impracticable, the systematic sending of letters and well-illustrated circulars and catalogues, printed in the French language, would be next best. Weights and measures should preferably be expressed in the metric system, quotations of prices and terms of sale should be made perfectly clear, and rates of insurance and of freight, whether by weight or measure, plainly stated.

It is strongly recommended not to fill an order by substituting products other than those originally ordered. Packing should be most thorough, and as economical as is consistent with reasonably safe transportation. Freight handling, especially at Piraeus, is very rough.

The consulate maintains a commercial reading room, where catalogues, circulars, trade journals, magazines, newspapers, and trade directories are systematically filed for the inspection of interested persons. The files are frequently and increasingly being consulted by local merchants. Publishers of trade journals, etc., and exporters issuing catalogues are urged to contribute their publications regularly to this office. It is especially necessary to obtain as many and as varied a selection as possible at as early a date as possible, because war conditions have for three years practically cut off this office from close touch with American business houses.

Opportunities for Extension of Trade.

The presence of the Allied forces in Saloniki has created a demand for goods never before used here, and have widened the tastes of the local trade. The wants of the population in the past were relatively small and simple, but there has been a noticeable increase in the demand for better wearing apparel, foodstuffs, petty comforts, and semiluxuries of modern civilization.

Imports from America during the occupation have been mainly articles of prime necessity, principally foodstuffs, fuel, and textiles, with the addition of considerable agricultural machinery. These articles, together with construction materials, will constitute the main

UNIVERSITY OF FLORIDA
3 1262 08485 1848

lines which America will continue to supply, and which will constitute a permanent market in New Greece.

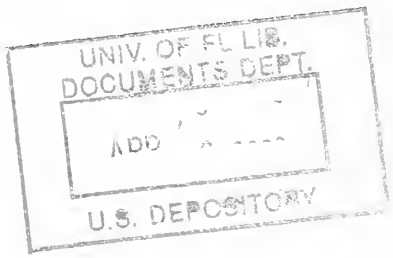
Saloniki will be a vast market for construction materials as soon as shipping conditions permit. The burned area of the city is about 1½ miles square. If the city is rebuilt according to present plans, this district will be restored in the most approved modern way. New streets will be made, new water, gas, electric, and sewer installations put in, a uniform plan for the rebuilding of the business section, as to height and depth of buildings and as to construction materials, i. e., reinforced concrete, will be put in force, a university and other schools will be erected, and parks and a long promenade on the sea front will be provided for.

Market in Bulgaria and Jugo-Slavia.

It is known that Bulgaria, opened to foreign trade since the end of the war, needs textiles, leather, petroleum and derivatives, fats, medicines, and sanitary appliances, and is also in the market for agricultural machinery and implements and motor transportation. The country has for export considerable quantities of tobacco, opium, and essence of roses.

Serbia, or rather Jugo-Slavia, needs everything entering into the world's commerce. The articles which would perhaps most interest American manufacturers and exporters are foodstuffs, cloth, clothing, thread, yarn, electrical plants and materials, farming products, agricultural machinery and implements, motor transportation, railway material and rolling stock, and bridge construction materials. All railroads, bridges, and roads are in need of repair, and new railroads, some of which were begun before the war, must be constructed. Serbian commerce of the future will probably be under Government control, and already two large organizations are in existence for this purpose.

Before the Balkan wars, within the boundaries of old Serbia there were annually turned over goods amounting to 900,000,000 kilos (991,800 tons). After the addition of New Serbia in 1913, this quantity was doubled in the time between the end of the second Balkan War and the beginning of the World War. Now with the formation of the Jugo-Slav federation, including Serbia, a much larger market has opened up.



WASHINGTON : GOVERNMENT PRINTING OFFICE : 1919